

Capital Windows sees clear profit

CLIENT:	Capital Windows
SECTOR:	Manufacturer/Supplier
COST CATEGORIES:	Glazing & Frames

SUMMARY OF SAVINGS

Glazing	11.5% (£51,000)
Frames	9.7% (£154,00)

Expense Reduction Analysts' (ERA) approach to reviewing profit improvements meant that Capital Windows had nothing to lose.

THE CLIENT

Capital Windows has supplied aluminium and PVC windows, doors and conservatories throughout London, Hertfordshire, Bedfordshire, Buckinghamshire and Middlesex for over 35 years.

THE CHALLENGE

ERA Consultant, Andrew Lees initially contacted Capital Windows because he wanted to replace the windows in his own home.

He engaged the company to fit the new windows and was impressed by the service they provided. Subsequently, the salesman who handled the relationship introduced Andrew Lees to the directors of Capital Windows and it was agreed that Andrew would review the company's expenditure upon glass and frames.

Russell Adams, Managing Director of Capital Windows explains, "I believe strongly that all costs should be challenged on a regular basis and I was therefore keen to investigate our cost base in a lot more detail, but my staff and I simply did not have the time to do so. However, we really were interested to see whether or not we were receiving best value from our suppliers and the risk-free nature of the ERA's approach to reviewing profit improvements meant that we had nothing to lose by letting Andrew and his colleagues carry out an analysis and make recommendations."

Andrew called upon the expert knowledge of fellow consultant Roy Shephard to complete the analysis work on his behalf, reviewing over 200 variations in glazing units. Roy and Andrew used their knowledge of the marketplace to negotiate with the incumbent suppliers and other companies, and were able to achieve some impressive savings in both key areas, whilst maintaining the highest quality standards as demanded by Capital Windows.



capital WINDOWS

"We are impressed not only with the savings which Andrew and Roy have managed to achieve for us, but also with the professional and diligent manner in which they approached the analysis work. Engaging Expense Reduction Analysts to review our expenditure levels means that I now know that we are receiving best value from our suppliers and I would happily recommend their service to other organisations"

RUSSELL ADAMS,
MANAGING DIRECTOR, CAPITAL WINDOWS